Wisconsin & Milwaukee Hotel, LLC Operating History Year Ending December 31

	Actual Year-End 2018		Actual Year-End 2019		Actual Year-End 2022		Actual Year-End 2023		Actual Year-End 2024	
Number of Days in Voca	365		365	265			265		366	
Number of Days in Year Number of Rooms	205		205		365 205		365 205		205	
Total Available Rooms	74,825		74.825		74.825		74.825		75,030	
	52,711		457,800		41,378		47,352		52,287	
Occupied Rooms	,		· · · · · · · · · · · · · · · · · · ·		,		· · · · · · · · · · · · · · · · · · ·		· · ·	
Annual Occupancy	70.4%		77.2%		55.3%		63.3%		69.7%	
Average Daily Rate Total Revenue Per Available Room (RevPAR)	\$182.75 \$128.74		\$191.75 \$148.12		\$181.49 \$100.36		\$190.36 \$120.47		\$200.81 \$183.05	
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	\$ (000's)	%	\$ (000's)	%	\$ (000's) %	\$ (000's)	%	\$ (000's)	%
REVENUES										
Rooms	9,633	70.8%	11,083	70.8%	7,509	73.9%	9,014	73.2%	10,500	76.4%
Food & Beverage Revenue	3,164	23.2%	3,795	24.2%	1,983	19.5%	2,543	20.7%	2,505	18.2%
Other Operated Department Revenue	221	1.6%	131	0.8%	142	1.4%	141	1.1%	121	0.9%
Parking Revenue	595	4.4%	644	4.1%	524	5.2%	608	4.9%	610	4.4%
Total Operating Revenue	13,613	100.0%	15,653	100.0%	10,158	100.0%	12,307	100.0%	13,735	100.0%
DEPARTMENTAL EXPENSES										
Rooms Expense	1,982	20.6%	1,931	17.4%	1,760	23.4%	2,149	23.8%	2,404	22.9%
Food & Beverage Expense	2,662	84.1%	2,794	73.6%	1,916	96.7%	2,283	89.8%	2,291	91.5%
Other Operated Department Expense	52	23.5%	52	39.7%	56	39.7%	75	53.0%	71	58.5%
Parking Expense	404	67.9%	430	66.8%	380	72.6%	381	62.6%	411	67.4%
Total Departmental Expenses	5,100	37.5%	5,208	33.3%	4,114	40.5%	4,888	39.7%	5,176	37.7%
Total Departmental Profit	8,513	62.5%	10,445	66.7%	6,044	59.5%	7,419	60.3%	8,558	62.3%
Undistributed Operating Expenses										
Administrative and General	962	7.1%	1,085	6.9%	763	7.5%	978	7.9%	1,173	8.5%
Information and Telecommunications Systems	205	1.5%	140	0.9%	102	1.0%	131	1.1%	128	0.9%
Sales and Marketing (Includes Franchise Fees)	1,843	13.5%	2,377	15.2%	1,433	14.1%	1,819	14.8%	1,985	14.5%
Property Operation and Maintenance	412	3.0%	347	2.2%	487	4.8%	623	5.1%	535	3.9%
Utilities	428	3.1%	405	2.6%	442	4.3%	501	4.1%	457	3.3%
Total Undistributed Operating Expenses	3,850	28.3%	4,355	27.8%	3,227	31.8%	4,052	32.9%	4,278	31.2%
Gross Operating Profit	4,664	34.3%	6,091	38.9%	2,817	27.7%	3,367	27.4%	4,280	31.2%
Management Fees	476	3.5%	548	3.5%	356	3.5%	431	3.5%	481	3.5%
Income Before Fixed Charges	4,187	30.8%	5,543	35.4%	2,461	24.2%	2,936	23.9%	3,799	27.7%
Fixed Charges										
Insurance	99	0.7%	106	0.7%	141	1.4%	154	1.3%	179	1.3%
Property Taxes	1,377	10.1%	1,131	7.2%	891	8.8%	877	7.1%	853	6.2%
Reserve for Replacement	408	3.0%	627	4.0%	406	4.0%	574	4.7%	76	0.6%
Total Fixed Charges	1,885	13.8%	1,863	11.9%	1,438	14.2%	1,605	13.0%	1,108	8.1%
Net Income	2,303	16.9%	3,679	23.5%	1,023	10.1%	1,331	10.8%	2,691	19.6%
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Source: Milwaukee Marriott Downtown Financial Statements.

Note: The Hotel was closed between March 2020 and August 2021 due to Covid. Therefore, the historical financials for these years were not included.

EXHIBIT

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